

Cozen O'Connor Keeps up the Pace with Advanced Productivity Software

Cozen O'Connor boosts productivity by choosing Advanced Productivity Software, a leader in reliable time tracking and cost recovery software solutions, to implement a new firm-wide time entry system.

The Challenge

In a fast-paced, global legal environment, law firms need software that can keep up. When choosing technology vendors, the relationship is just as important as the software. You need a company that is able to provide excellent support with a quick response time. In a law firm, time is money, and finding a vendor that values this is essential. Cozen O'Connor immediately saw the benefit from partnering with Advanced Productivity Software (APS) for their time tracking needs.

Ranked among the 100 largest law firms in the United States, Cozen O'Connor is a global law firm with 24 offices across two continents, 550 attorneys and 1,300 employees. Brian Gillam, CIO of Cozen O'Connor, selected the software and his team worked with the APS team to implement it.



"Overall, DTE has helped boost productivity. Timers are being picked up and used, saving time and hassle."

Brian Gillam
CIO
Cozen O'Connor



Selecting a New Time-Entry Platform

As the firm grew, Cozen O'Connor needed a scalable, reliable time-tracking solution, saving time instead of creating hassles. Therefore, finding a new solution was a high priority for the team. Cozen O'Connor was looking for a stable and innovative company whose time entry product would increase productivity in the workplace, make it easier for attorneys to record more time and respond quickly to any issues or needs that developed. In the end, APS was an easy choice for Cozen O'Connor.

"APS's growing market share gave us confidence that we were making the right choice," said Gillam. "All references--both formal and informal--were positive. Over and over, we heard that APS is a company that can execute on their promises."

Professional, Quick and Easy Installation

The installation process is an integral part of administering and forming a relationship between vendors and firms. The APS team was able to effectively install DTE in all 24 offices without a hitch. "Rollout of DTE was extremely quick and efficient. From the day the contract was signed to the last office deployment, the whole process was complete in only two months," said Gillam.

About Cozen O'Connor

Established in 1970 and ranked among the 100 largest law firms in the United States, Cozen O'Connor's 550 attorneys help clients manage risk and make better business decisions. The firm counsels clients on their most sophisticated legal matters in all areas of the law, including litigation, corporate and regulatory law. Cozen O'Connor represents a broad array of leading global corporations and ambitious middle market companies, and serves their needs through 24 offices across two continents.

Working Together

Once installation is complete, it is integral for the vendor and firm relationship to remain retroactive. As Gillam explained, "APS brought competent staff to the table. Their quick and efficient manner led to the seamless deployment of DTE in merely two months."

A testament to the product and the team was the minimal need for support post-install. "We fielded surprisingly few help desk calls, and our lawyers and staff voiced their appreciation for the upgrade," added Gillam.



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Advanced Productivity Software provides scalable, reliable time tracking and cost recovery software that makes it easier to capture more time accurately, enabling your firm to quickly track and access activity that improves your bottom line. Used by more than 50 percent of the AmLaw 100 firms, Advanced Productivity Software offers two world-class solutions: DTE Axiom and RollCall. With Advanced Productivity Software, your firm will increase efficiency and profitability to keep up the pace in a competitive legal environment.